

Message Text

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ACTION EB-07

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E.O. 11652: NA

TAGS: ETRD, GE, IR

SUBJ: REVISED IRAN/GDR TRADE PLAN

REF: TEHRAN A-15 OF JAN 26, 1974

1. TEHRAN PRESS HAS GIVEN CONSIDERABLE PUBLICITY TO RESULTS OF VISIT DURING WEEK OF JUNE 16 OF EAST GERMAN TRADE DELEGATION AND RETURN VISIT THE FOLLOWING WEEK OF IRANIAN GROUP LED BY COMMERCE MINISTRY DIRECTOR GENERAL OF FOREIGN TRADE FOR EASTERN EUROPE MORTOZA ZAMANI. ACCORDING TO SEMI-OFFICIAL KAYHAN INTERNATIONAL, TARGET FOR TWO-WAY TRADE HAS BEEN REVISED UPWARDS FROM FIRST YEAR'S TOTAL OF \$67 MILLION UNDER FIVE-YEAR TRADE AGREEMENT NEGOTIATED IN 1973 (SEE REFERENCE) TO \$152 MILLION IN 1976. SOME 60 PERCENT OF IRAN'S EXPORTS TO EAST GERMANY WOULD BE MANUFACTURED GOODS INCLUDING LARGE AMOUNTS OF ALUMINUM PRODUCTS, SHOES, BUSES, TEXTILES, APPLIANCES, PLASTICS, ETC.

2. FEREDOUN FARHANG, DIRECTOR OF CENTRAL BANK OF IRAN'S FOREIGN EXCHANGE CONTROL DEPARTMENT, UNDER WHOSE JURISDICTION CBI'S INTEREST IN BILATERAL AGREEMENTS WITH COMMUNIST
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COUNTRIES FALLS AND WHOSE ASSISTANT ATTENDED MEETINGS, TOLD

EMBOFF RESULTS WERE MUCH OVER PUBLICIZED. HE SAID PUBLICISED FIGURES ONLY REPRESENT TARGETS AND THAT FAILURE TO ACHIEVE MUCH MORE MODEST GOALS OF NEARLY TWO YEARS AGO (SEE REFERENCE) INDICATES TRADE WITH GDR PROBABLY WILL NOT EVEN APPROACH MORE AMBITIOUS LEVELS DISCUSSED WITH EAST GERMANS. HE ADDED THAT LOW RANKING REPRESENTATION ON IRANIAN SIDE IS ANOTHER SIGN OF MINOR IMPORTANCE GOI ATTACHES TO THE TRADE AGREEMENT WITH EAST GERMANY.

COMMENT: IN THE PAST FARHANG'S SKEPTICISM REGARDING PUBLISHED PREDICTIONS OF INCREASES IN TRADE UNDER BILATERAL AGREEMENTS HAS BEEN WELL FOUNDED. ACCORDING TO OFFICIAL GOI TRADE DATA, TOTAL NON-OIL, NON- MILITARY TRADE BETWEEN IRAN AND GDR WAS ONLY \$3.6 MILLION IN 1974. HOWEVER, IRAN CONTINUES TO LOOK TO EAST EUROPE AS ONE OF ITS MAJOR MARKETS FOR SALE OF MANUFACTURED GOODS UPON WHICH IT HOPES TO BUILD LOOKING TOWARDS FUTURE TIME WHEN HUGE EXPORT SURPLUS OF OIL NO LONGER REMAINS.
HELMS

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